



DEPARTMENT OF THE TREASURY
COMMUNITY DEVELOPMENT FINANCIAL INSTITUTIONS FUND
601 THIRTEENTH STREET, NW, SUITE 200 SOUTH
WASHINGTON, DC 20005

Texas

Austin Community Development Corporation (1998 CDFI-Core)

Location: Austin, Texas
Award: \$500,000 Equity Investment
Type: Multibank CDC
Contact: Margo Weisz - (512) 371-1776

Austin Community Development Corporation's (Austin) mission is to preserve and strengthen Austin's urban neighborhoods through business lending and the provision of business development services. Austin, a multi-bank community development corporation, and its non-profit affiliate, Austin Community Financial (ACF), serve distressed neighborhoods in east and south Austin. In its three years of operations, Austin has approved 26 loans for over \$1.2 million. With the help of the CDFI Fund, the awardee plans to stimulate capital and job growth in Austin's lower income urban neighborhoods, provide new and innovative financing products to small businesses, increase opportunities for women and minority-owned businesses and provide business development services to its clients. Austin projects to increase its lending by 30 percent over 1997 levels and introduce new lending products.

Businesses Invest in Growth (1998 CDFI-Tech Asst)

Location: Austin, Texas
Award: \$44,550 technical assistance grant
Type: Microenterprise Fund
Contact: Jeannette Peten - (512) 494-8044

Businesses Invest in Growth (BIG) is a micro-loan fund that promotes microenterprises in the greater Austin, Texas area through access to capital as well as instructional training. The \$44,550 Technical Assistance grant from the CDFI Fund will enable BIG to train its management team in lending and risk management as well as obtain consulting services to conduct a market analysis and formulate marketing and capitalization strategies.

Southeast Texas Community Development Financial Institution, Inc. (1999 CDFI-Tech Asst)

Location: Beaumont, Texas
Award: \$25,000
Type: Housing/Facilities Loan Fund
Contact: Albert J. Price, Sr. - (409) 835-7527

Southeast Texas Community Development Financial Institution, Inc. (SETCDFI) of Beaumont, TX is a non-profit start-up organization incorporated in 1998. The mission of SETCDFI is to stimulate broad-based community development in a six-county area of East Texas through financing affordable housing and business development for the benefit of the region's low-income population. The technical assistance award will be used to address SETCDFI's capacity needs in the form of consulting services.

Compass Bank (Alabama/FL Charter) (1999 BEA)

Location: Birmingham, Texas
Award: \$2,204,441
Contact: Dianne Lopez - No Phone

Compass Bank of Birmingham, Texas received an award of \$2,204,441 for increasing its single-family mortgage and commercial real estate lending activities in distressed communities within the states of Alabama, Florida, and Texas. In addition, Compass Bank provided financial support to two Community Development Financial Institutions (CDFIs): Austin Community Development Corporation and Local Initiatives Support Corporation. Compass Bank is a state-chartered bank with total assets of \$16.5 billion.

International Bank of Commerce (1998 BEA)

Location: Brownsville, Texas
Award: \$55,000
Contact: Manuel Casanova - (956) 542-8060

International Bank of Commerce of Brownsville, Texas, was awarded \$55,000 for making a \$500,000 loan to Greater Brownsville Community Development Corporation, a certified CDFI, to be used to purchase single-family housing units for low-income homebuyers in target areas. International Bank of Commerce is a state chartered bank with total assets of over \$391 million.

Chase Bank of Texas (1998 BEA)

Location: Brownsville, Texas
Award: \$330,000
Contact: Irv Downing - (956) 548-6807

Chase Bank of Texas received a \$330,000 award for making a \$3 million line of credit to the Greater Brownsville Community Development Corporation, a CDFI in Brownsville, Texas. The bank's monies will help underwrite loans that the CDFI makes to low-income homebuyers in Brownsville and the Rio Grande Valley. Chase Bank of Texas is a national bank with total assets of \$24.9 billion.

Greater Brownsville Community Development Corp. (1999 CDFI - Tech Asst)

Location: Brownsville, Texas
Award: \$56,500
Type: Multibank CDC
Contact: Mr. Don Currie - (956) 541-4955

Greater Brownsville Community Development Corporation (GBCDC) was incorporated in April of 1995 to promote develop and improve economic conditions in the four county South Texas border region. GBCDC is a for-profit multi-bank CDC that provides loans to low-income persons and non-profit organizations. The technical assistance award will be used for computer networking strategic planning target market research new loan product development and development of a capitalization strategy.

Mercantile Bank, NA (1998 BEA)

Location: Brownsville, Texas
Award: \$165,000
Contact: James S. Scott - (956) 546-2421

Mercantile Bank, NA, of Brownsville, Texas, was awarded \$165,000 for making a \$1,500,000 loan to Greater Brownsville Community Development Corporation, a certified CDFI, to be used to purchase single-family housing units for low-income homebuyers in target areas. Mercantile Bank, NA, is a national bank with total assets of over \$816 million.

Bank One, Texas NA (1998 BEA)

Location: Dallas, Texas
Award: \$2,599,075
Contact: Kim Weaver - McDonald - (214) 290-2684

Bank One, Texas, NA of Dallas, Texas, was awarded \$2,599,075 for increasing its commercial real estate loans to distressed communities and making a grant to a CDFI. The bank gave Southern Dallas Development Corporation, a certified CDFI, a \$100,000 grant for its business lending in distressed neighborhoods of southern Dallas. In addition, the bank provided bridge and interim construction loan financing totaling \$33.5 million to four projects in distressed neighborhoods of the Dallas/Fort Worth. The awardee is a national bank with total assets of \$24.7 billion.

(1999 BEA)

Award: \$489,550
Contact: Kim Weaver-McDonald - (214) 290-2684

Bank One Texas of Dallas, Texas received an award of \$489,550 for increasing its multi family housing and commercial real estate lending in distressed communities within the cities of Amarillo and Dallas. Specifically, the bank provided construction lending to two projects which together would create 291 units of affordable housing. The bank also made a loan to the Dallas Black Chamber of Commerce for the purchase of a site which is to be developed into the Chamber's offices and a small business incubator. Bank One Texas is a national bank with total assets of \$26.3 billion.

Nationsbank of Texas, N.A. (1996 BEA)

Location: Dallas, Texas
Award: \$1,036,035

Rewarded Activities

Nationsbank of Texas, N.A. was awarded \$1,036,035 for making \$6.7 million in investments to the National Community Investment Fund (NCIF) and the Enterprise Social Investment Corporation (ESIC) and a \$270,000 loan to the Low-income Housing Fund (LIHF). NCIF will use its support to invest in community development banks. The ESIC investment will expand and improve employment opportunities through encouraging investments in businesses that employ residents of the Baltimore Empowerment Zone. LIHF, a certified CDFI funded in the first round of the CDFI Program will use its loan proceeds to finance non-profit sponsors of affordable housing.

Post Award Activity

Nationsbank of Texas, N.A. is using its award to in existing community development programs throughout the franchise in 16 states and the District of Columbia. These activities include using itinds to purcriase ana demolish a low-rise apartment building in Atlanta's Martin Luther King Historic District so that

affordable, single family homes can be constructed to complete the revitalization of the block. It will also be used to establish community development activities in new markets including St. Louis, Missouri and Tampa/St. Petersburg, Florida and to subsidize below-market rate lending to CDFIs.

(1997 BEA)

Award: \$334,400
Contact: Mary Schultz - (941) 952-2654

NationsBank of Texas, NA, based in Dallas, Texas, was awarded \$334,400 for making loans totaling \$3,040,000 to three certified CDFIs: McAuley Institute, The Enterprise Foundation, and Local Initiatives Support Corporation (LISC). McAuley Institute provides technical and financial assistance to community- and faith-based organizations located in Washington, DC, and other cities. The Enterprise Foundation, a national housing and development organization, assists community-based nonprofit organizations and state and local governments in developing affordable housing and community services. LISC is a national financial intermediary that promotes affordable housing and community revitalization.

Southern Dallas Development Corporation (1997 CDFI-Core)

Location: Dallas, Texas
Award: \$600,000 grant
Type: Business Loan Fund
Contact: Mr. James Reid - (214) 428-7332

Southern Dallas Development Corporation (SDDC) provides financing and development services in south Dallas and the Dallas Enterprise Zone. Over the last 7 years, SDDC has loaned over \$20 million to 220 businesses and helped to create or retain 2,398 jobs. The CDFI Fund's \$600,000 grant will expand SDDC's Investment Zone Loan program which provides small business loans in the Dallas Enterprise Zone and adjacent census tracts.

(1998 CDFI-Core)

Award: \$850,000 (\$450,000 Capital Grant and \$400,000 Loan)
Type: Business Loan Fund
Contact: James R. Reid - (214) 428-7332

The Southern Dallas Development Corporation (SDDC) is a certified CDFI with eight years of lending experience. SDDC serves low-income neighborhoods in southern Dallas and with the help of the CDFI Fund will expand to serve a State Enterprise Zone and Federal Economic Community. SDDC makes micro loans and targeted business loans through its Investment Zone loan fund. The award will be used to increase SDDC's micro and small business lending, complete rehabilitation of the Jefferson Tower Business Center through a real estate subsidiary and deliver other economic development programs.

(1999 CDFI - Tech Asst)

Award: \$40,000
Type: Business Loan Fund
Contact: Mr. James R. Reid - (214) 428-7332

The Southern Dallas Development Corporation assists in the development and financing of small businesses creating jobs and stimulating economic growth in Southern Dallas. Since 1989 SDDC has created five lending products and has established lending partnerships with other entities. SDDC makes loans in tandem with banks as well as higher risk loans wholly on its own. The technical assistance award will be used to assess the feasibility of starting a community development bank as a means to generate and leverage additional capital in its target market.

ACCION El Paso (1997 CDFI-Core)

Location: El Paso, Texas
Award: \$330,000 (\$130,000 grant and \$200,000 loan)
Type: Microenterprise
Contact: Ms. Carmen Contreras - (915) 779-3727

ACCION El Paso is a nonprofit microenterprise designed to promote the economic self-reliance of individuals and families with small entrepreneurial initiatives. This CDFI provides business loans of \$250 - \$25,000 to disenfranchised, low-income, and minority entrepreneurs in the El Paso County who do not have access to business credit from the formal banking sector. A \$200,000 loan matched by a line of credit from the El Paso Association of Banks and a grant of \$130,000 from the CDFI Fund will provide capital needed to expand ACCION El Paso's lending abilities and to serve more emerging microenterprises.

William Mann, Jr. Community Development Corporation (1998 CDFI-Core)

Location: Fort Worth, Texas
Award: \$520,000 (\$500,000 Equity Investment and \$20,000 Technical Assistance)
Type: Business Loan Fund
Contact: Dan Villegas - (817) 332-8575

William Mann Jr. Community Development Corporation's (WMCDC) was created in 1994 to provide capital gap financing for small, minority and women-owned businesses. WMCDC is a for-profit multi-bank community development corporation. This CDFI serves southeast Fort Worth and other distressed neighborhoods throughout Fort Worth. WMCDC works in partnership with the Fort Worth Business Assistance Center (BAC) to provide needed technical assistance to small businesses. The award will be used to provide financial resources to small businesses, help low-income residents in the area to access jobs and stimulate economic development in the Investment Area. With the assistance of the CDFI Fund, the awardee expects to fund 47 loans at an average size of approximately \$20,000 over the next five years.

Compass Bank (1998 BEA)

Location: Houston, Texas
Award: \$409,177
Contact: Dianne Lopez - (713) 867-2706

Compass Bank, of Houston, Texas, was awarded \$409,177 for increasing its multi-family and business and agricultural lending activities within numerous distressed communities located throughout the state of Texas. Compass Bank is state-chartered bank with total assets of over \$6.5 billion.

Corporation for Economic Development of Harris County, Inc. (1999 CDFI - Tech Asst)

Location: Houston, Texas
Award: \$40,000
Type: Business Loan Fund
Contact: Mr. Amos M. Brown - (713) 840-8804

Corporation for Economic Development Harris County (CEDHC) is a certified CDFI founded in 1987 serving the suburban market of Harris County, TX. The organization's mission is to enhance economic development countywide by providing financial and technical assistance to entrepreneurial ventures lacking access to credit. The technical assistance grant will be used to expand the lending staff's credit and computer skills purchase computers and printers and develop a marketing and communications plan.

Covenant Community Capital Corporation (1999 CDFI - Tech Asst)

Location: Houston, Texas
Award: \$42,000
Type: Venture Capital Fund
Contact: Stephen Fairfield - (713) 676-2333

Covenant Community Capital Corporation of Houston, TX (CCCC) is a start-up non-profit that was formed by two CDCs that serve distressed neighborhoods in Houston. CCCC was created as a business lending entity to complement the real estate development and business training activities of the CDCs. The technical assistance award will be used for a computer system improvements; planning and design of an IDA program; and training for staff and board members.

Texline State Bank d/b/a Banco Tejano (1998 BEA)

Location: Houston, Texas
Award: \$41,567
Contact: Tom C. Mesa, Jr. - (713) 926-3600

The Banco Tejano branch of Texline State Bank in Houston, Texas, was awarded \$41,567 for increasing its deposit taking, financial services, community services and consumer, single family housing and commercial real estate loans in distressed neighborhoods of Houston. In total, the bank provided \$657,591 in financing to distressed communities. Texline State Bank is a state-chartered bank with total assets of approximately \$11.8 million.

(1999 BEA)

Award: \$38,261
Contact: Tom C. Mesa, Jr. - (713) 926-3600

Texline State Bank d.b.a. Banco Tejano of Houston, Texas received an award of \$38,261 for increasing its deposit-taking, consumer, single family, and commercial lending activities in distressed communities within the city of Houston as well as Harris and Galveston Counties in Texas. Texline State Bank is a state-chartered bank with total assets of \$15.0 million.

Wells Fargo Bank of Texas, N.A. (formerly First Interstate Bank of Texas) (1996 BEA)

Location: Houston, Texas
Award: \$97,500

Rewarded Activities

Wells Fargo Bank of Texas, N.A. was awarded \$97,500 for making investments totaling \$650,000 in the Southern Dallas Development Corporation and the Greater Houston Small Business Equity Fund, Inc. Both of these certified CDFIs provide financing and technical assistance to small and minority-owned businesses.

Post Award Activity

Wells Fargo Bank of Texas, N.A. has not yet determined how it will use its award. The bank's community development activities include support to organizations in communities in which they do business, including Alliance Capital of Houston, Austin Community Development Corporation, Dallas Inner City Development Corporation, and Fort Worth Community Development Corporation. The bank has also supported the Local Initiatives Support Corporation's National Equity Fund.

Laredo National Bank (1999 BEA)

Location: Laredo, Texas
Award: \$493,052
Contact: John V. Puig - No Phone

Laredo National Bank of Laredo, Texas received an award of \$493,052 for increasing its consumer, single family, commercial real estate, and small business lending in distressed communities in Harris, Nueces and Webb Counties in Texas. Laredo is a national bank with total assets of \$1.85 billion.

Laredo-Webb Neighborhood Housing Services, Inc. (1998 CDFI-Tech Asst)

Location: Laredo, Texas
Award: \$57,200 technical assistance grant
Type: Housing/Facilities Loan Fund
Contact: Mr. Angelo Piccirillo - (956) 712-9100

The nonprofit Laredo-Webb NHS provides financing to low-income individuals and families in the Laredo, Texas area to enable them to purchase and maintain their own homes. The organization also provides small property rehabilitation grants to very low-income individuals with disabilities. The NHS seeks to expand its financial activities in the region's largely under-served colonias. The Fund's \$57,200 grant will pay for a computer system, the development of new loan products, and staff training in various loan underwriting, marketing, and compliance issues.

Texas State Bank (1998 BEA)

Location: McAllen, Texas
Award: \$165,000
Contact: Hanks Hanna - (956) 632-7671

Texas State Bank received an award of \$165,000 for issuing a \$1.5 million line of credit to the Greater Brownsville Community Development Corporation, a CDFI in Brownsville, Texas. The CDFI intends to use the money to make loans at below-market interest rates to low-income homebuyers in Brownsville and other economically distressed areas along the Mexican border. Texas State Bank is a state-chartered bank with total assets of \$1.7 billion.

ACCION Texas (1996 CDFI)

Location: San Antonio, Texas
Award: \$500,000 grant
Type: microenterprise fund
Service area: San Antonio and Bexar County
Products: microenterprise loans
Contact: Ms. Janie Barrera - (210) 226-3664

ACCION Texas is a microenterprise development organization that makes loans available to low-income and Hispanic entrepreneurs locate in mostly distressed neighborhoods of San Antonio. ACCION Texas provides credit to business that otherwise cannot obtaining financing. A \$500,000 grant from the CDFI Fund will provide major boost to this new entity by providing a sound capital base and increasing the scale of its activities. ACCION Texas currently has \$250,000 in outstanding loans, with an average loan amount of \$2,500. Formed in 1994, ACCION Texas has adapted the lessons of ACCION International's Latin American experience. Microenterprises rarely can qualify for lending from a bank. However, through ACCION Texas, individual entrepreneurs can borrow and learn from staff and other borrowers operating

and growing their businesses. This young and emerging CDFI serves an important market niche by promoting self employment opportunity for Hispanics and low-income people.

(1998 CDFI – Core)

Award: \$1,200,000 (\$600,000 Capital Grant, \$500,000 Loan, and \$100,000 Technical Assistance)
Type: Microenterprise Fund
Contact: Janie Barerra - (210) 226-3664

ACCION Texas is a nonprofit micro-enterprise program that has funded \$2.9 million in loans to 380 business owners, since its creation in 1994. ACCION Texas' service area includes the San Antonio metropolitan area and the Rio Grande Valley. The Awardee is seeking to expand its services to Houston, Dallas/Ft. Worth and Austin. ACCION Texas projects that it will make over 6,000 loans valued at \$23 million to more than 4,000 entrepreneurs over the next five years. The Awardee plans to create and retain jobs by providing micro-entrepreneurs with access to credit and business support services not available from the commercial banking sector.

Partners for the Common Good 2000 – (3rd Round – Presidential Awards for Excellence in Microenterprise Development – Excellence in Program Innovation)

Location: San Antonio, TX
Program Type: Investor in Microenterprise Development Organizations
Service Area: United States
Target Market: Organizations working with Low-Income persons
Contact: Sister Carol Coston (210) 431-0616

Working quietly and with little public fanfare, the Partners Group Inc. created Partners for the Common Good 2000 (PCG 2000) in 1994 with \$7.9 million from 99 religious institutions. The Partner's Group is a wholly owned subsidiary of the New York-based Christian Brothers Investment Services. Among its investors are 68 congregations of Catholic Sisters, 19 congregations of Catholic Brothers and Priests, eight Catholic healthcare systems, and three Protestant denominations. Sister Carol Coston, an Adrian Dominican Sister, manages PCG 2000.

Rural Development and Finance Corporation (1998 CDFI-Core)

Location: San Antonio, Texas
Award: \$500,000 (\$150,000 Capital Grant, \$250,000 Loan and \$100,000 Technical Assistance)
Type: Business Loan Fund
Contact: Gloria Guerrero - (210) 212-4552

The Rural Development and Finance Corporation (RDFC), a non-profit loan fund (formerly known as the National Rural Development and Finance Corporation), provides loans to finance small businesses, affordable housing for low-income people living in Las Colonias, and other critical needs within its rural market. RDFC provides financial and technical support to non-profit community development organizations serving people living in economically distressed border towns. With the help of the CDFI Fund, RDFC plans to expand its microenterprise and small business lending over the next five years. The Awardee will use a portion of its grant to undertake a comprehensive market study and design and implement a wide area computer network to facilitate service to remote rural areas.

(1999 CDFI - Tech Asst)

Award: \$52,700
Type: Business Loan Fund
Contact: Ms. Gloria Guerrero - (210) 212-4552

Rural Development & Finance Corporation (RDFC) of San Antonio, TX is a non-profit community development financial intermediary incorporated in 1977. RDFC's mission is to provide access to capital credit and capacity for businesses and community development projects located in distressed rural areas. RDFC obtains funds from public and private sources for re-lending to rural businesses entrepreneurs and community development corporations. The technical assistance award will be used for consulting and staff training in community development.

San Antonio Business Development Fund (1997 CDFI-Core)

Location: San Antonio, Texas
Award: \$500,000 grant
Type: Multi Bank CDC
Contact: Mr. Gilbert Gonzalez - (210) 738-0312

The San Antonio Business Development Fund (SABDF), a for-profit multi-bank community development corporation, is a successful collaborative effort of the City of San Antonio and 21 banks. Created in 1993, this CDFI's mission is to address the under served credit needs of small, minority-owned, and women-owned businesses in San Antonio and Bexar County. A key part of this awardee's strategy is to make loans in participation with investor banks and promote financial relationships between its borrowers and investor banks. Through a partnership with the University of Texas' SBA-funded Small Business Development Company and Minority Business Development Company, this CDFI strengthens the capacity of the businesses it finances. A \$500,000 grant from the CDFI Fund will be used to enhance SABDF's loan products which are designed to meet the needs of borrowers that have the greatest difficulty in obtaining capital through traditional financial service providers.

(1999 CDFI-Core)

Award: \$250,000
Type: Multibank CDC
Contact: Gilbert Gonzalez - (210) 738-0312

The San Antonio Business Development Fund (SABDF) was established by a group of local banks in 1993 to help finance area small businesses that the banks could not finance by themselves. SABDF targets companies owned by low-income minorities and women in the greater San Antonio region. All of its loans are made in conjunction with at least one of its member banks. The CDFI Fund's \$250,000 equity investment will help capitalize SABDF's loan pool, enabling the organization to meet more of San Antonio's small business financing needs.

(1999 CDFI - Tech Asst)

Award: \$50,000
Type: Business Loan Fund
Contact: Gilbert Gonzalez - (210) 738-0312

San Antonio Business Development Fund (SABDF) is a for-profit CDFI created in 1994. SABDF currently manages two loan programs: a tandem loan program where the CDFI participates in a bank loan and an enhancement program where the CDFI makes a direct loan to its borrower alongside a bank in order to provide the full amount of credit a borrower needs. SABDF will use the technical assistance grant to hire consultants to put together a comprehensive community-needs assessment that will be used to improve its lending services to entrepreneurs in the San Antonio area.

Neighborhood Housing Services of Waco Inc. (1999 CDFI - Tech Asst)

Location: Waco, Texas
Award: \$50,000
Type: Housing/Facilities Loan Fund
Contact: Ebby Green - (254) 752-1647

Neighborhood Housing Services (NHS) of Waco provides affordable housing opportunities to the low-income population of McLennan County specifically two neighborhoods in the Waco Federal Empowerment Zone. NHS of Waco's three-pronged approach includes home-ownership education

services lending and housing development. The technical assistance grant will be used to increase the capacity of NHS of Waco's internal systems related to lending improve its self-sufficiency and enhance its ability to reach new customers.